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SUBJECT: INSIGHT INTO QADHAFI'S LIFE FROM AN AMERICAN BUSINESSMAN

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CLASSIFIED BY: Gene A. Cretz, Ambassador, U.S. Embassy Tripoli,  
Department of State.

REASON: 1.4 (b), (d)

11. (S/NF) Summary: Over the last six months, an American investment consultant has managed to connect himself to Muammar al-Qadhafi's exclusive inner-circle through one of Qadhafi's longtime female protocol staffers. Through her, the investor has gained access to Qadhafi on numerous occasions, including during his September visit to New York. During a November 4 meeting with Pol/Econ chief and Econoff, the consultant provided insight into Qadhafi's living habits and personal relationships, noting that he lives in modest quarters in Tripoli, and is "paranoid" about nearly everyone around him. According to the businessman, Qadhafi was pleased with his own performance at the UN General Assembly and was generally happy with his first-ever visit to the United States. End Summary.

QADHAFI INSIDER KEY TO ACCESS FOR US CONSULTANT

12. (S/NF) On November 4, a Las Vegas-based, American citizen, personal investment consultant met with us to share his latest experiences attempting to do business in the Jamahiriya. The consultant said that he had been working since early 2009 to find investment opportunities for clients who were accustomed to doing business internationally, such as in Saudi Arabia and Lebanon. Libya, however, had eluded them -- although the investors had established connections at the Libyan Investment Authority (LIA) with the head of the fund, Mohammed Layas, they had not been able to secure a business contract. The consultant explained that his clients had met with Layas during a March visit and had attempted to woo him with their project plans. Layas indicated that a contract would be forthcoming. However, the consultant complained that in late October, the clients received an email from one of the LIA staff members stating that a contract could not be offered at that time. The consultant stated that he planned to object to the unprofessional manner in which his clients were treated during his upcoming meetings with Muammar al-Qadhafi.

13. (S/NF) The consultant explained that during his current visit, he was representing a Saudi-American businesswoman, who had access to one of Qadhafi's longtime personal and protocol staff, Mabruka al-Sharef. [Note: Mabruka, who is in her mid-40's, is known to be very close to Qadhafi. She has been described to emboffs as "Qadhafi's left arm, while Nuri al-Mismari is his right arm." End note.] The consultant said

that he had met Mabruka during his first visit to Libya in early 2009. Since then, Mabruka had provided him access to Qadhafi on numerous occasions and had even arranged for the two to meet during the Leader's September visit to New York. Since he was invited by the Leader's personal staff, the consultant said that he had no problems securing visas to visit Libya. In fact, during his most recent visits, he had not even needed a visa to enter Libya. The consultant explained that Qadhafi's staff had arranged with the airlines to include a note in his reservation, explaining that he would receive a visa at the airport upon arrival. Indeed, on his last two trips to Libya, upon entry, the Leader's staff took his passport, kept it during his entire stay, and returned it at the airport upon departure.

14. (S/NF) According to the consultant and other embassy contacts, Mabruka is part of a team of three female protocol assistants on the Libyan Leader's personal staff, which includes Sanaa Al Ghanoodi (a fluent English speaker in her late-30's) and Hawa al-Tawerghi (born in 1952; previously described to emboffs head of Qadhafi's female security team). Mabruka is the most senior member of the group and has the most access to the Leader. As such, the consultant has been able to meet with Qadhafi on several occasions, although he said that his meetings with other members of the Libyan regime have been limited.

#### INSIGHTS INTO QADHAFI'S WAY OF LIFE

15. (S/NF) The consultant shared several anecdotes about the Libyan leader's way of life -- he lives in modest quarters, with prefabricated walls and floors that creak. The walls are white and do not feature any artwork. Qadhafi's house-staff dress in street clothes rather than uniforms. The consultant said that Qadhafi normally wears jogging suits to meet him. He described Qadhafi as paranoid about those around him, including his interpreters, and said that the Leader usually always conducts meetings with him in English, speaking very slowly and in a low voice. The consultant commented that Qadhafi apparently did not have his own bank account and lived on modest means.

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#### QADHAFI'S THOUGHTS ON NEW YORK VISIT

16. (S/NF) The consultant also offered some insight into the Libyan leader's thoughts before his trip to New York, characterizing Qadhafi as childlike in his curiosity -- asking "How much of New York do you think I will get to see?" and "Is Washington far from New York? Do you think I might have time to visit?" The consultant viewed Mabruka's role in New York as largely protective of Qadhafi -- she was able to shield him from negative media reports on his visit and from information that would offend or anger him. The consultant said that although Mabruka did not accompany Qadhafi to all of his engagements in New York, the Libyan leader called her frequently for advice on his schedule and movements. The consultant said that Qadhafi was exhausted by his intense itinerary in New York and that he had asked Mabruka to recommend which meetings he could cut from his schedule on certain days.

17. (S/NF) According to the consultant, Qadhafi was pleased with his own performance at the UN General Assembly and was happy with his first visit to the United States. The Leader had "kept many things bottled up" for the last thirty years and was finally able to express them on the world stage. Qadhafi felt that he needed to speak his mind and express his frustration with issues that had been weighing on him -- including his thoughts on the assassination of President John F. Kennedy. UNGA gave him the opportunity to do what he had wanted to do for many years -- address the international community with his own position and feelings on world affairs.

#### ACCESS, BUT WHERE'S THE MONEY?

18. (S/NF) In spite of the leadership access that Mabruka had provided, the consultant had not yet managed to secure business contracts for any of his clients. He expected to meet with

Qadhafi again soon to pursue the latter's ideas for building a pharmaceutical industry in Libya. The said Qadhafi hoped to create a "Medical City" in Tripoli, with the aim of creating a regional hub for medical care. He expressed his desire to link his investors to a project related to those plans.

19. (S/NF) Comment: The American investor's experiences in Libya underline the importance of personal relationships in this opaque system. Although he has not yet secured a business deal with the Libyans, his investment in a relationship with Qadhafi could ultimately pay off, provided he does not make any missteps. End comment.  
CRETZ